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Message Text

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63
ACTION EB-07

INFO OCT-01 EA-10 ISO-00 RSC-01 /019 W
---------- 075587
R 070115Z JAN 75
FM AMEMBASSY JAKARTA
TO USDOC WASHDC
SECSTATE WASHDC 5961
AMEMBASSY SINGAPORE
AMEMBASSY KUALA LUMPUR
AMEMBASSY BANGKOK
INFO AMEMBASSY TAIPEI
AMEMBASSY MANILA
AMEMBASSY TOKYO

UNCLAS JAKARTA 0184

USDOC FOR JERRY MORSE COM/OIM/BIC
SECSATE FOR IRVING WILLIAMSON EB/OCA/BI

E.O. 11652: N/A
TAGS: BEXP, ID
SUBJ: EA ECONOMIC/COMMERCIAL OFFICERS CONFERENCE
PANEL PRESENTATION - "HOW TO BE A MORE EFFECTIVE
E/C OFFICER"

REF: A) STATE 282140
B) STATE 284224

1. JAKARTA CONFIRMS AVAILABILITY CUNNINGHAM FOR RESEARCH REQUESTED REF A. DEPARTMENT PLEASE FORWARD FISCAL DATA IMMEDIATELY. ALSO PLEASE ADVISE LENGTH OF PRESENTATION EXPECED FOR E/C OFFICER PANEL AND WHETHER PRESENTATION SHOULD ONLY BE ORAL.

2. FOR BANGKOK, KUALA LUMPUR, AND SINGAPORE. PROPOSE FOLLOWING ITINERARY FOR CUNNINGHAM DATA GATHERING VISITS PER REF A: JANUARY 13, ETA SINGAPORE 9:25 PM VIA SQ207; JANUARY 14, ETA BANGKOK 9:30 PM VIA TG404; JANUARY 15 ETA KUALA
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LUMPUR 8:25 PM VIA TG415; JANUARY 16 ETD

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KL FOR JAKARTA 7:30 PM VIA CX171. PLEASE CONFIRM
ACCEPTABILITY THESE DATES, MAKE HOTEL
RESERVATIONS (PREFER MODERATE PRICED SINGLE)
FOR ARRIVAL NIGHT ONLY AT EACH POST, ARRANGE FOR DISCUSSIONS
FOLLOWING DAY WITH FSO AND FSL STAFF CONCERNED WIH
OPICS SPECIFIED PARA 3 REF A, AND ADVISE.

3. CUNNINGHAM WOULD LIKE GATHER FROM EACH
POST BASIC STAISTICS LISTED BELOW ON AT LEAST
THE ROUTINE COMMERCIAL SERVICES (I.E. WTDR, ADS,
TOP.) TO EXTENT SAME TYPE DATA READILY AVAIL-
ABLE FOR MARKET RESEARCH PROGRAMS LISTED PARA 3
REF B, PLEASE INCLUDE SUCH INFORMATION AS WELL.
FOR EACH RPT EACH ABOVE TYPE REPORT PLEASE
PROVIDE FOLLOWING INFORMATION FOR FY1974 AND FIRST
SIX MONTHS FY1975: (A) NUMBER REPORTS PREPARED
IN-HOUSE,(B) NUMBER CONTRACTED OUT, (C) COST TO
POST EACH REPORT CONTRACTED OUT, (D) AVERAGE NUMBER FSL
MANHOURS REQUIRED PER REPORT (SEPARATE DATA DESIRED
FOR IN-HOUSE REPORTS AND CONTRACT REPORTS),
(E) AVERAGE FSO HOURS REQUIRED PER REPORT (IN-HOUSE/CON-
TRACTED), (F) PERCENT IN-HOUSE REPORTS FOR WHICH
COMPANY VISITS MADE, (G) PERCENT CONTRACTED REPORTS
FOR WHICH COMPANY VISIS MADE.

4. PRESUME ABOVE DATA READILY AVAILABLE AT EACH
POST FOR PURPOSES BUDGET AND CCP REQUIRE-
MENTS. IF THIS NOT CASE, WOULD APPRECIATE ESIMATE
FOR AT LEAST WTDR, ADS, AND TOP SERVICES. DATA
WILL BE MOST HELPFUL IF IT REACHES JAKARTA
(PREFERABLY IN TABLE FORM) PRIOR TO CUNNINGHAM'S
DEPARTURE NIGHT JANUARY 13. IF NOT FEASIBLE CABLE
DATA BY THEN, PLEASE ADVISE; AND CUNNINGHAM WILL
COLLECT DATA DURING HIS VISIT O POST.

5. IN ADDITION TO SUBJECTS SUGGESTED PARA 5 REF A,
DURING VISI CUNNINGHAM WOULD LIKE DISCUSS FOLLOW-
ING TOPICS: (1) BASIC PROCEDURAL STEPS EMPLOYED
BY POST IN PROCESSING EACH TYPE OF SERVICE MENTIONED
REF A, (2) SPECIAL TECHNIQUES OF HANDLING
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MAJOR PROJECT OPPORTUNITIES; (3) DEGREE O WHICH
MARKET RESEARCH ACTUALLY USEFUL TO POST IN IDENTI-
FYING PRIME PRODUCT OR PROJECT SECORS FOR LONG
RANGE CCP TARGETING; (4) YOUR IMPRESSION OF
PURPOSES FOR WHICH BUSINESSMEN USE THE ROUTINE
COMMERCIAL SERVICES, PARTICULARLY WTDRS, AND POST
APPRAISAL VALUE EACH SERVICE IN PRESENT FORM;
(5) TO WHAT EXTENT IS POST ABLE INTEGRATE WTDR,

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ADS AND TOP ACTIVITIES? WHAT RELATIONSHIP AND/OR
SYNERGY ACTUALLY ACHIEVED BETWEEN THESE SERVICES?

6. FINALLY, WOULD APPRECIATE OTHER POSTS'
SUGGESTIONS OF ADDITIONAL TOPICS FOR CONSIDERATION
DURING RESEARCH PERIOD. SUCH SUGGESTIONS WOULD,
OF COURSE, BE MOST HELPFUL IF THEY REACH JAKARTA
BEFORE CUNNINGHAM'S DEPARTURE SO HE MAY DISCUSS
HEM WITH OTHER POSTS ON ITINERARY.
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